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REGISTERED AT THE GENERAL POST OFFICE AS A NEWSPAPER  
FOR TRANSMISSION IN THE UNITED KINGDOM.]

**FORTY-SECOND YEAR.**

VOLUME LXXXVI.  
NUMBER 10.

LONDON: MARCH 4, 1920.

EVERY THURSDAY.  
PRICE TWOPENCE.

"Fryotype" Service.

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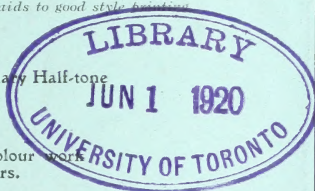
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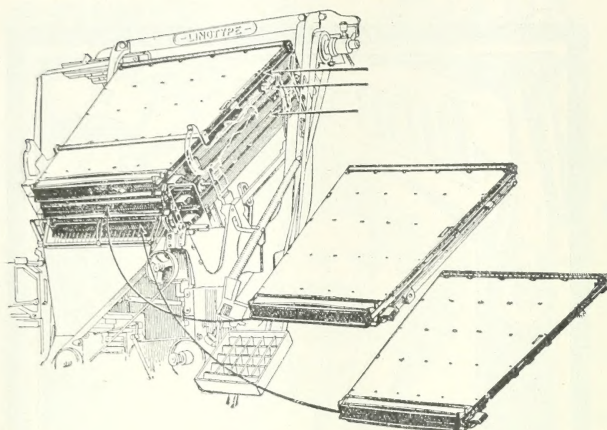
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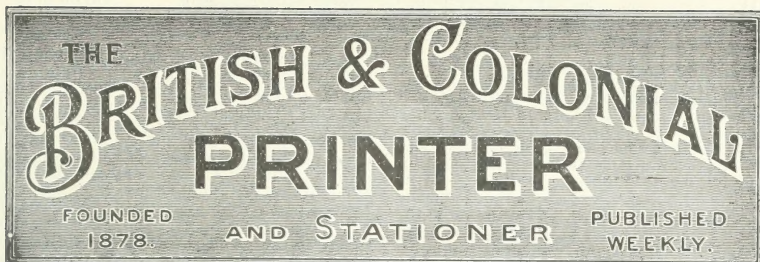
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## Hourly Cost Rates Explained.

Federation Experts deal with the Matter  
at L. M. P. A. Monthly Luncheon.

The main subject for discussion at the February luncheon of the London Master Printers' Association was the just-published list of standard hourly cost rates (which we print in full on another page). This luncheon, which took place on Thursday last at the Holborn Restaurant, attracted an excellent muster of master printers, the gathering being presided over by Mr. R. A. Austen-Leigh, the new president of the Association.

Mr. R. A. Austen-Leigh, speaking first of the annual dinner arranged for March 16th, mentioned that on account of that dinner there would be no monthly lunch in March. He said they had engaged for the dinner a room that would hold 500-600; the presence of ladies was desired, and names should be handed in as soon as possible. After briefly indicating the present position in regard to the 44-hours demand (as reported in our pages last week), he read a message of apology for absence from Mr. Howard Hazell, who had been expected to be the principal speaker on the subject of the hourly rates. The message intimated that Mr. Hazell was suffering from a severe cold and found himself "as hoarse as a crow" and therefore unable to be present and speak. Mr. Austen-Leigh, in expressing regret at Mr. Hazell's absence, remarked upon his special qualifications in respect of the subject down for discussion. He added, however, that in Mr. A. Williamson, Costing Secretary of the Federation, they had found a first-class substitute, and he forthwith called upon Mr. Williamson to address the gathering.

Mr. Williamson began by congratulating Mr. Austen-Leigh upon his appointment to the presidency, and predicted that under his leadership the Association would have a very successful year. Referring to his recent lecture

before the Central Districts Branch of the L.M.P.A., Mr. Williamson said he wished to rectify an omission made in that lecture—he having omitted to mention, among the names of several other gentlemen who had taken the lead in the costing movement, the name of Mr. Austen-Leigh, who as they all knew had played a very active part in that movement and was doing so to-day.

Turning then to the list of standard hourly cost rates, Mr. Williamson remarked that "standard" meant "issued by authority," or "with something behind it." He was prepared, he said, so far as his position enabled him, to back those figures issued by the London Costing Committee, figures which were based upon extensive investigation.

### How the New Rates were Reckoned.

Mr. Williamson claimed—and he thought every costing authority would support him in this—that in reckoning costs, the hour was the unit to take; and if the hour, then it must be the chargeable hour, the productive hour, not the pay-roll hour. If anyone doubted the assertion that the average commercial jobbing department does not secure more than 32 hours from its compositor as chargeable time—let him put the daily docket into operation as soon as possible, and his eyes would be opened. If, then, the chargeable hour was the right basis, this hour must bear the whole of the cost—both labour and expenses. Taking 2s. 8d. as the wage basis of the chargeable hour, adding 9d. as the amount of departmental expenses per chargeable hour, 6d. as the cost of overseeing and reading, and 3d. to cover appreciation of plant values and provide for replacement—the total is 4s. 2d., say 4s. Adding 25 per cent., the average for over-



head expenses, the figure of 5s. is arrived at, as printed in the new list.

Considering next a machine-room example—the case being that of a double-deny Whafedale—Mr. Williamson reckoned the average chargeable hours as 36. Dividing 36 into wages for minder and feeder, a figure of about 3s. 6d. is reached. Adding 2s. 8d. as departmental expenses, worked out on the unit basis, gives 6s. 2d., or 6s. as printed in the list. "I hope you will take my figures," said Mr. Williamson, and prove them in your own establishments. There is only one way in which they can be properly proved—that is the way of the Federation Costing System."

### Appreciation and Income-Tax.

In concluding his short address, Mr. Williamson drew special attention to the appreciation of plant values. He said that at Tuesday's conference on the 44-hour week question they were distinctly told by the men's representative that they were working under antiquated methods, using machinery entirely out of date. That being so, they must have the money to replace machinery, and to this end 3d. per hour should be definitely set apart as replacement fund.

Mr. Williamson having resumed his seat amid hearty applause,

The President expressed the great interest with which Mr. Williamson's address had been followed. He said that he himself was perfectly convinced that the figures in the list represented, as nearly as was possible, standard rates for the present day.

Mr. J. Crowle-Smith having raised the subject of depreciation, Mr. Williamson pointed out that depreciation was included in the standard hourly cost rates.

Mr. H. N. Prentice mentioned that he had put depreciation up to double the pre-war amount, but that the income-tax surveyor would not allow it. It was a scandalous thing that depreciation should still be kept at the pre-war figure.

The President asked Mr. Goodwin to speak on this point.

### Depreciation and New Conditions.

Mr. A. E. Goodwin said the income-tax authorities had been willing to allow special provision for deferred repairs, on the ground that during the war firms had not been able to keep their repairs up to the former standard, and had not received the same value in the repairs done. Having secured that point, they could put to the surveyor the fact that the machines not having been kept in proper repair, they must have deteriorated through being worked in improper condition. There were instances, he said, where surveyors had on these grounds granted increased allowances for depreciation. He believed most of the large London newspapers had received special provision on account of this depreciation.

Mr. Goodwin went on to emphasise the importance of the principle involved in the appreciation of plant values. Printers had started with the theory that there were certain

standard charges for printing, no matter the number of hours worked or the quality of labour or equipment used. There had been printers up and down the country who could look at any job and tell you its face value. They had had to fight against that because those traditional values had disappeared during the war. Then they came to the point where it was recognised that the value of the job depended upon its cost. That was the first victory. Going on to speak of the campaign to establish the principle that paper should be charged out at its replacement value, Mr. Goodwin said he thought they now had the authority of the Central Profiteering Committee behind them when they claimed that that was a perfectly legitimate way of charging out stock. Now they were asking that the same principle should be applied in dealing with the value of machinery—that they should be allowed to take as the basis of the cost of working a machine, not the value at which the machine stands in the books, not what the machine cost, but what it would cost to replace that machine to-day.

After still further urging the importance of providing an adequate replacement fund, Mr. Goodwin referred to Mr. Crowle-Smith's query with regard to depreciation. Depreciation, he said, was included in departmental expenses, which comprise rent, rates and taxes, insurance, interest and depreciation, light, heat—all the expenses of the department. He admitted that hourly costs might vary, but claimed that there was a standard figure which could be ascertained. The nearest figure they could find for London was 5s. per hour for composition. If any one doubted this rate as applicable to his own establishment, let him go into the figures himself or take the assistance of the costing staff to ascertain the actual cost. Otherwise let him use the 5s. until he had proved it to be wrong. (Applause.)

Mr. H. V. Strong asked whether there had been a test case in the matter of the depreciation allowance.

Mr. Goodwin said he was not aware that any test case had been fought. It had been suggested many times that they should approach the Inland Revenue authorities with a view to securing a higher rate of depreciation. At present, however, there was allowed 10 per cent. for depreciation of type, or renewals of type could be charged to revenue account; there was also an allowance of 7½ per cent. on machinery, and an increased allowance could be obtained on delicate machinery, there being now many printers getting a 10 per cent. allowance in respect of linotypes and monotypes; 5 per cent. was the allowance made on engine power, factories, fittings, etc. The difficulty had been that many printers had not taken advantage of the present rates, and until this was done it was useless for the association to approach the authorities for higher rates.

### Those Chargeable Hours.

Mr. Crowle-Smith suggested that the 5s. hourly rate depended largely upon the basis



of the chargeable hour, and he confessed to some scepticism as to the figure of 16 taken as representing non-chargeable hours.

Mr. Williamson replied that the rate of 5s. had not been arrived at on the basis of 32 chargeable hours, but had been reached after examining the actual figures of a number of London houses. He said that everyone had been surprised at the estimate of 32 as the average number of chargeable hours, but he went on to state very emphatically that after experience of actual conditions he was absolutely certain that this average figure was the correct one.

Mr. Goodwin put in a reminder that distribution is covered by the chargeable hour. He said there was still misapprehension on the part of many printers with regard to this point, and he cited a recent instance of his having received estimates in which distribution was charged separately at 5s. an hour. That was not quite the intention of the Costing Committee! It had to be continually repeated, he said, that the chargeable hour applies to composition only—with, of course, imposition, proofing and first correction.

Mr. T. J. Hunt having remarked that the total hours worked at present are not 48 but 46—

Mr. Goodwin mentioned that calculation showed that to grant the request for a 44-hour week would mean an increase of at least 25 per cent. on pre-war costs.

Mr. Hartley Straker asked for a clearer explanation as to how the figure of 3d. for appreciation had been arrived at.

Mr. Williamson said that the simplest thing to do was to take plant value and double the depreciation—the extra amount being set aside as a separate fund for replacement purposes. The 3d. he had spoken of represented the proportion allowed for appreciation included in the 5s. hourly rate.

The President, in expressing the thanks of the gathering to Mr. Williamson and Mr. Goodwin, urged every member to install the Federation Costing System, or, if they could not go as far as that at once, at least to adopt the use of daily dockets; these could be obtained at 24, Holborn, at reasonable prices.

Thanks to the President was, on the motion of Mr. T. J. Hunt, expressed by hearty acclamation.

## Cardboard Duty in France.

The *Journal Officiel* (Paris) for February 3rd contains a Presidential Decree, dated January 10th, which modifies the schedule of "coefficients of increase" of Customs duties annexed to the Decree of July 8th, 1919, so far as concerns Tariff Nos. 211, 462, and 512 bis. In the case of cardboard in sheets or plates, weighing at least 350 grammes per sq. metre—rough, including strawboard—the coefficient of increase is now 1·5.

## Trade Unions and Output.

### Mr. T. E. Naylor and the Advantages of Piece Work.

Mr. T. E. Naylor, secretary of the London Society of Compositors, delivered a lecture, under the auspices of the Industrial League and Council, at Carpenters' Hall, on Wednesday last week, on "Trade Unionism and Output." Lord Riddell presided.

Mr. Naylor said trade unions did not recognise restriction of output, if they interpreted that expression as meaning a deliberate lessening of the product. Could they wonder that men said, "If we work so much harder, it will only be in order to enable shareholders or proprietors of the business to make more profit than they are now making?" That was a question which had to be seriously considered. High profits should be brought into the range of supervision to prevent dissatisfaction among the men. He would not be far out in saying that in some cases advances of wages were made the excuse for getting more profits out of the industry. He had come to the conclusion that piece-work was better than time-work, from the point of view of the workmen and industry generally. If they extended the joint industrial council principle through the industries of the country they would be going a long way towards composing many differences that had retarded industrial progress. (Hear, hear.) He thought they were on the eve of a better understanding all round, realising that no section could work without the co-operation of the other. (Hear, hear.)

Lord Riddell said he was in entire sympathy with what Mr. Naylor had said in regard to piece-work. If a man knew that he would receive more if he worked harder he would work harder. He believed that if the industry of the country was to continue to succeed—and he thought it would—they must allow all classes who took part in it a proper share of the profits. (Hear, hear.) But employers, like working men, required an incentive to work. If they took from them too large a proportion of their profits—if they placed too many restrictions upon them, they would dull their energies, just in the same way as they might dull the energies of the men if they expected them to work on a time rate. There was no occasion to lecture anybody on the subject of production. It was quite obvious that if they did not produce things they could not have them. Wealth consisted in goods, and the more the country possessed the richer the country would be. He thought all classes of the community were beginning to recognise that. Trade unions contained some of the cleverest and ablest men in the country. They had their funny little ways—and he had his (laughter)—but he found as a general rule that they took a sagacious survey of a situation and a moderate view. So far as he was concerned, he should not have any fear of a

Labour Government, although he thought Labour had a good deal to learn about certain things they had not had experience in. (Hear, hear.)

On the motion of Mr. J. P. Benn a vote of thanks was passed to Mr. Naylor for his lecture.

## Standard Hourly Cost Rates.

Subject to the approval of the Federation Cost and Charges Committee, the London Master Printers' Association has issued an up-to-date list of standard hourly cost rates.

The Costing Committee has investigated the figures of a number of printing offices in London as to the hour costs after allowing for the recent increases in wages, the extra wages or bonuses paid to those employees not included in the Unions, and the increase in costs caused by the reduction in working hours and payment for holidays. The hourly rates in each section cover the whole costs of that department in the business, including wages, rent, rates and taxes, interest on capital, depreciation, proportion of proprietor's salary and the general, administrative and selling expenses. An amount has also been included to cover cost of replacement, in view of the greatly increased prices of plant and machinery. The following is the complete list:

### COMPOSING ROOM.

	Average Cost Rates Per Hour.	s. d.
Hand composition—chargeable time for composing, imposing, pulling and correcting first proof. ( <i>This rate covers the cost of non chargeable processes such as reading, distribution, clearing, etc.</i> )	5	0
Author's corrections at same rate.		
Monotype (in slip, including house corrections only) per 1,000 ens.	2	6
Linotype jobbing (in slip, including house corrections only) per 1,000 ens.	2	2

### LETTERPRESS MACHINE ROOM.

Platens, Crown 4to and smaller	2	6
" Foolscapfolio and crownfolio	3	4
" Larger ... from 3s 8d. to 4s 6d.	4	6
" Crown folio Falcon	4	2
" Demy folio	4	6
" Miller-Feed	4	9
Wharfedales, crown fol. and demy fol.	4	4
" Demy and royal	4	8
" Double crown	5	6
" Double demy	6	0
" Double royal	6	9
" Quad crown	7	6
" Quad demy	8	6
" 60 by 40	9	6
Two-revolution, Quad crown	9	3
" Quad demy	10	0
" 60 by 40	11	3
Assistance in making ready and cutting overlays	3	9
The cost of ink is not included in the above rates.		

### LITHOGRAPHIC DEPARTMENT.

	Average Cost Rates Per Hour.	s. d.
Artists and designers	4s. 6d. to 7	6
Transferring	4	8
Machining—		
Demy and smaller (flat bed)	5	6
Double crown	6	6
Double demy	7	6
Quad crown	8	6
Double demy (direct rotary)	8	0
Quad crown	9	0
60 by 40	11	0
Demy (rotary offset)	8	6
Double demy (rotary offset)	9	6
Quad crown	10	6
Bronzing machine (double demy)...	6	0
Cost of stone polishing extra, from 4s. to 16s. each stone, according to size.		
Plate preparing, 4s. to 16s. according to size.		

The cost of ink, bronze, etc., is not included in the above rates.

### WAREHOUSE AND BINDING.

Girls, hand work	1	9
Machine folding—minimum and upwards according to size	3	9
Perforating, treadle or power	2	2
" rotary	2	6
Numbering, treadle	2	2
Wire stitching, treadle (wire cost to be added)	2	2
Wire stitching, power (wire cost to be added)	2	6
Machine sewing (thread to be added)	3	9
" pamphlets	3	6
Men, hand work	3	4
Guillotine cutting	4	4
Ruling	4	4
Blocking (large, power), minimum and upwards	3	9
To pre-war piecework rates for hand work add 250 to obtain cost.		

The percentage which should be added to the current net cost of materials, to cover handling and selling expenses, should be 15 per cent., but if travelling expenses are heavy, this amount will need to be increased.

To the above rate a percentage must be added for nett profit.

## The Star Paper Mill.

### Proposed Purchase.

We understand an offer has been made for the purchase of the Star Paper Mill, Feniscowles, near Blackburn. According to a correspondent, Mr. Alexander Young, of Wigan, is negotiating the deal, and £21 is offered for each £5 share, a nice plum for the shareholders who some time ago received a distribution of an additional share for each share held—the offer practically being £42 for the original £5 share. The 10 per cent. preference shares (£3 paid) will be purchased at the price of £5.



## Master Printers' Rally.

### Meetings of the West, North-West and North London Associations.

At a united rally of the West and North-West and North London Master Printers' Associations, on February 25th, at the Lecture Hall of the Welsh Tabernacle, Pentonville-road, King's-cross, N., Mr. J. Crowle-Smith, J.P., gave an address on "How to Sell Print." The chair was taken by Mr. F. A. Perry (president of the West and North-West Association), who was supported by Mr. D. A. Whitehead (president of the North London Association), Mr. H. C. Hill (vice-president of the London Master Printers' Association), Mr. J. R. Burt, Mr. A. Langley and other gentlemen.

Mr. F. A. Perry introduced Mr. J. Crowle-Smith to the meeting with an anticipation of his subject, pointing out the many advantages to be gained by joining the association, not the least of which was the obtaining of fair prices for work undertaken, an item which alone would repay anyone for the small fee expected by the association. He further laid stress upon the fact that it gave a friendly spirit to all, and completed the term "Brother Printer."

Mr. J. Crowle-Smith prefaced his remarks by supporting all that the chairman had said, and gave evidence of the success which had attended these efforts. He proceeded to state that all printers must adapt themselves to the new conditions which existed to-day, i.e., that prices for printing would not count in future so much as service. They had to live in the sunlight of to-day and not in the shadows of yesterday, and further, they must deal fairly and freely with the men who work with them. After giving many instances of difficulties which befell the printer, and the many ways in which they could be overcome, Mr. Crowle-Smith's concluding remarks were directed to engendering confidence among master printers, which would lead to the enjoyment of the sunshine and a share in the good things of to-day.

Mr. H. C. Hill, who followed, spoke of the work of the association, and the settlement of labour problems as convincing proof of the help the association gave to the trade generally, and further, he provided evidence of the difficulties met with owing to the constantly increased price of printing, which made it impossible for the master printer to omit the economic aspect, and suggested that the best means to effect this was to educate the workers by getting into close touch with them, and to give them facts from the masters' standpoint.

Mr. D. A. Whitehead spoke of the benefits brought about by the holding of district meetings. The additional growth of the association he traced to this influence, and looked forward to the day when every master printer was a member of his association.

Mr. A. Langley gave an account of his recent visit to Cornwall, the establishment of

an association for that part of the country, and the absurdly low prices which master printers there were obtaining for their work.

A useful discussion followed upon the remarks of the previous speakers, in which Mr. W. J. White, assistant secretary of the London Master Printers, Mr. Williams, Mr. Spaul and others took part.

A vote of thanks to the chairman and speakers, proposed by Mr. W. J. Mizen, brought the meeting to a close.

## Re Macdonald, Reynolds & Malcolm, LIMITED.

Printers, etc., 64, Finsbury Pavement, E.C.

Under a compulsory winding-up order made against this company last December upon a creditor's petition, accounts have been lodged showing liabilities £8,548 5s. 6d.; assets valued at £4,368 19s. 2d.; and a total deficiency of £10,182 6s. 4d. with regard to the contributories. According to the report of Mr. W. J. Warley, official receiver, the company was registered as a private company on October 2nd, 1918, with a nominal capital of £7,500, for the purpose of acquiring and carrying on the business of general printers and publishers, carried on by J. Alexander and Co., Ltd., together with certain gramophone businesses. The purchase price of the printing business was agreed at £2,000 and was satisfied by the issue of fully-paid shares, the assets being returned as follows:—Loose machinery, £1,200; tools and implements, £250; type blocks, woodcuts, etc., £300; movable fixtures, £100; interest in lease, £50; goodwill, £100. The printing business was removed to 16, Roscoe-street, Bunhill-row, where it was continued under its old name of "J. Alexander and Co." Debentures for £2,000, constituting a floating charge on the company's undertaking, present and future, including its uncalled capital, and bearing interest at 7½ per cent. per annum, free of income-tax, were issued on May 27th, 1919, as security for cash advanced for a like amount between April 28th and June 5th, 1919. On October 28th, 1919, the holder appointed by deed Mr. John Sulley, 46, Cannon-street, E.C., as receiver and manager on his behalf. The failure of the company is attributed by the directors to the inability of the associated companies to pay their debts. The receiver for the debenture holders has disposed of the machinery and assets of the printing business for £1,000.

FROM Ottawa comes the news of the death of Mr. E. F. Slack, managing director of the *Montreal Gazette*, and president of the Canadian Press.

STUDENTS from the insurance class at the Cardiff Technical College recently visited the Tudor Printing Works for a practical lesson in the items which would appeal to an insurance expert in a printing business.

## Government Contracts.

### H.M. Stationery Office.

#### PRINTING, RULING OR BINDING, ETC.

Rg. 2,000 Reams D'ble. F'cap.; 1,200 Rate Books.—Willmott and Sons, Ltd., London, E.C.1.  
 600 Cash Ledgers.—Clements, Newling and Co., Ltd., London, E.C.  
 9,400 Books; 2,000 Books of Army Forms; 1,000,000 Forms.—W. P. Griffith and Son, Ltd., London, E.C.  
 500,000 Notices of Vaccination.—G. S. Ikin (Bolton), Ltd., Bolton.  
 70,000 Posters.—Weiner, Ltd., J., Acton, W.  
 300,000 Labels.—Tags, Ltd., Liverpool.  
 10,000 Books; 11,500 Registers; 10,000 Portfolios.—Waterlow and Sons, Ltd., London, E.C.  
 20,000,000 Telegram Forms.—Percy Bros., Ltd., Manchester.  
 20,000,000 Telegram Forms.—J. Robertson and Co., Ltd., Manchester.  
 4,275 Telephone Directories; 1,920 Vols. of Reports of Parliamentary Debates.—J. Adams, London, E.C.  
 800 Books; 1,500 Registers.—J. Rissen, Ltd., London, E.C.  
 8,000 Books, 2,000 Indexes to Regrs. of Deaths.—McCorquodale and Co., Ltd., Wolverton, Bucks.  
 11,000 Books.—J. Corah and Son, Loughborough.  
 1,500 Record Books.—Abel Heywood and Son, Ltd., Manchester.  
 1,850 Books.—Leighton, Son and Hodge, Ltd., London, E.C.  
 11,900 Books; 1,575 Books, Vocabulary of Postal Stores; 1,030 Copies Medical Register, 1620.—Harrison and Sons, Ltd., London, W.C.2.  
 2,000 Registers.—Drake, Driver and Leaver, Ltd., London, E.C.  
 1,500 Registers.—Tee and Whiten and J. Mead, Ltd., London, S.E.  
 2,000 Record Books.—G. Hargreaves, Manchester.  
 1,500 Show Cards.—Roberts and Leete, Ltd., London, S.E.  
 2,500 Registers.—Lord Roberts Memorial Workshops, Bradford.  
 Making 76 Attaché Cases.—M. and A. Hess, Ltd., London, E.C.1.  
 1,500 Record Books.—Culross and Sproston, Ltd., Leeds.

#### CONTRACTS.

Ink Powders.—P. and J. Arnold, London, N.; H. C. Stephens, London, E.C.; Webster and Co., Liverpool; W. Mayall and Co., Salford, Manchester.  
 4,800 lbs. Large Box Cord.—Belfast Rope-works Co., Belfast.

AFTER appearing regularly for 75 years, the *Montreal Weekly Witness* has suspended publication, owing to inability to get paper.

## Newspaper Press Fund.

### Lord Burnham and the Price of Paper.

Speaking at the annual meeting of the Newspaper Press Fund on Saturday, Viscount Burnham said their trade and profession, like every other, had during the past year been in a state of fever and ferment, but he was glad to think that relations between all classes who were joined together in newspaper work—mental and manual—had been so far adjusted without serious trouble or dissatisfaction. This was very largely owing to the efforts of Mr. Hillier (chairman of the council), who had done tremendous work as chairman of the Technical Committee of the Newspaper Proprietors' Association. (Hear, hear.) They were in a state of great transition, which had been hastened tenfold by events of the last five years. As a newspaper proprietor, he felt it was only bare justice that in the undoubted prosperity of their trade during the last two or three years the workers of all sorts should have a fair share. The price of paper was four to five times what it was before the war, and was still rising, owing to the world shortage. The cost of distribution was rising threefold, and the cost of production was at least as much, or just below it. Those were formidable conditions which would have to be considered, and which, he thought, for the most part, had come to stay for a long time. To attain stability there must be a sense of fair play to all alike engaged in an industry to which, after all, they contributed their best.

THE late Mr. George Kinnersley, Minehead, stationer, left £7,319.

CAXTON CONVALESCENT HOME.—Mr. C. J. Drummond, J.P., will preside at the annual meeting of the Governing Board of the Caxton Convalescent Home, at St. Bride Foundation Institute, E.C., on Saturday, March 20th, at 1 p.m. Several important amendments to the constitution will be under consideration, including the admission as convalescents of the wives of workmen in the trade, and steps will also be taken to financially assist the War Memorial Committee to complete the erection of the War Memorial Wing to the Home.

GOVERNMENT TRADING.—A book entitled "Physical Science," has been published by H.M. Stationery Office, at the price of 1s., and it is announced that copies are procurable only from the Sale Office of H.M. Stationery Office. In regard to this volume the *Publishers' Circular* states that no allowance is made to the trade, and the full price is demanded from any bookseller who may send for the book. The Associated Booksellers are said to have protested against this form of publishing, on the ground that if persisted in, it would eventually establish a Government monopoly.



# Trade Notes.

MR. EDWARD STANLEY SHERRING, who has died in a nursing home aged 62, was on the staff of *The Times* for over 40 years.

At the Royal School for Deaf and Dumb Children at Margate, boys are given a thorough training in all kinds of trades, especially printing.

THE Photographic Fair, at the Horticultural Hall, Westminster, opens on April 16th. Particulars from Mr. A. Oglesby, secretary, P.D.A., 37, Bedford-street, Strand, W.C.2.

MESSRS. TAYLOR AND WATKINSON, Belgrave Foundry, Leeds, the well-known manufacturers of printers' leads, have purchased a site in York-road, where they are having new works erected to which their business will be transferred during the present year.

MR. H. JACKSON, the sole surviving partner of J. Tozar and Co., Wellington, Somerset, and proprietor of the *Wellington Weekly News*, has acquired the old-established printing and stationery business of Mr. J. H. Parkhouse, Wellington, and in future the business will be carried on in his own name.

**DIVIDING PRINTING TENDERS.**—At a recent meeting of the Southend Town Council, Councillor Howard asked the Chairman of the Committee if he would consider the question of dividing the printing tenders. If the work was divided the Council might get more satisfactory tenders. Alderman Brightwell replied that the Committee were considering this question, and tenders were being advertised for.

**PAPER MONEY PRINTING.**—According to a writer in the *National News* the actual amount of paper money now being printed is comparatively small, and is used largely in substitute for the dirty notes. Now that the Treasury have decided to "dilute" the silver, the whole of the small paper money (from 1s. to 5s.) which was printed many months ago is to be destroyed. Something like 150,000,000 pounds' worth of 5s. notes was printed by Messrs. Waterlow Bros. and Layton, who today are executing orders for practically every Continental government, and also printing the Indian rupee notes.

THE first annual dinner of *The Times* publishing staff was held, under the direction of the Day Chapel, at the Abercorn Rooms on Saturday night. Mr. Wickham Steed, editor of *The Times*, presided, and the guests included Mr. W. Lints Smith and Mr. B. F. Hopper. Lord Northcliffe sent a congratulatory message to the company from France. During the evening Mr. A. Horner, the Father of the Chapel, was presented by the members of the Chapel with an inscribed silver watch. There was an enjoyable musical programme, to which many numbers were contributed by members of *The Times* Musical and Dramatic Society.

Job printers in Cork, Ireland, have struck to enforce consideration of the T.A.'s December demand for increased wages.

A METHOD of electric etching of half-tone plates has been invented by Mr. J. H. Weeks, and great advantages are claimed for the process.

COUNCILLOR OWEN CONNELLAN, J.P., vice-president of the "T.A.," is nominated by the Leeds Typographical Society as Parliamentary candidate.

JAMES BOOTH, a Clitheroe machine printer, aged 73 years, has lost both hands as the result of an accident. His hands were drawn between the rollers.

A WHIST DRIVE, dance and social recently held for the employees at the Victoria Printing Works (Messrs. C. Tinning and Co., Ltd.), Liverpool, proved a great success.

TWO VETERAN Swansea printers have died recently—Mr. W. Savage, 62, the machinist of the *Llanely Mercury* at its inception, and Mr. W. T. P. Keen, 74, a well-known figure in local printing circles.

THE *Financial Times* has increased its price from 1d. to 2d. Similar action has been taken by the *Financier*. The *Newspaper World* has increased its price from 2d. to 3d. Instead of the cost of newspaper production declining, it has increased since the armistice.

"KELNOTES" for February is a house organ which by its interesting and varied contents, its excellent printing, its tasteful design, and its handsome and substantial get-up, says a great deal for the high-class capabilities of its producers, Messrs. J. J. Keliher and Co., Ltd.

MESSRS. HILL SIFFKEN AND CO., LTD. (London Printing Alliance, Ltd.), specialists in pictorial posters and other classes of printing, have sent to their customers a useful desk blotter, with the dates of the months neatly printed on each sheet. On a stout board, and protected at the corners with leatherette shields, the pad is an acceptable gift.

**JOINT INDUSTRIAL COUNCIL.**—Representatives of the employers and employees of the Hull printing trades met last week for the purpose of forming a local committee in connection with the Joint Industrial Council of the Printing and Allied Trades. The officials elected were:—Chairman, Mr. Will Colby; vice-chairman, Mr. D. L. Drysdale; joint secretaries, Mr. S. Nicholson (employers), and Mr. J. W. Clark (employees).

EYRE AND SPOTTISWOODE.—Mr. Justice P. O. Lawrence has granted the petition of Eyre and Spottiswoode (Bible Warehouse), Ltd., for confirmation of a reduction of capital. Mr. Whinney said this was a reduction of capital not of the ordinary character, but a splitting up of the company's business. It had been found inconvenient to work under the present arrangements. It was now proposed to reduce the capital from £100,000 to £58,000. The holders of 42,000 shares had agreed to accept £40,000, and those shares would be cancelled.



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THURSDAY, MARCH 4, 1920.

# Current Topics.

## The Cost of Printing.

MR. R. A. AUSTEN-LEIGH made a happy and useful speech at the Lake dinner last week. He remarked that the high cost of printing in these days was killing a certain amount of printing. There had been a great mortality among certain periodicals—for instance, parish magazines. On the other hand many new papers were issued—*Pan* and *Eve* and so on. It was not for him, he said, to say for how many parish magazines a paper like *Eve* would compensate, the point being highly appreciated. The President of the London Master Printers' Association went on to argue that something would have to be done to reduce the cost of printing. Not by reducing the wages of the employee, but it might be that the employing printer would have to improve organisation, or it might be that they were on the eve of enormous fusions and amalgamations, such as had taken place in regard to banks and shipping and so on.

## Trade Union Printing Houses.

THERE is a good deal of loose talk about "trade union houses" in the printing industry, and there seems pretty widespread uncertainty as to what trade unionists regard as strictly a "fair" house. An interesting debate on this point occurred recently at a meeting of the Lambeth Borough Council, when it was recommended that the Council's printing be given only to firms on the "Fair List." The house particularly under consideration proved to be the Brixton Free Press Printing Co. (a member of the London Master Printers' Association), and the discussion brought into prominence the question whether it was sufficient for a firm to pay trade union rates of wages and observe trade union conditions although trade unionists were not employed. Alderman Davey cited a letter from the secretary of the Printing Trades Alliance asserting the Brixton Free Press Co. to be "a trade union house in all departments." He mentioned, too, that this firm was not on the "black list" which H.M. Stationery Office kept of firms to whom work could not be given because they did not meet the requirements of trade unionism. He also said he had seen a notice from the secretary of the London Master Printers' Association saying that the L.S.C. "Fair List" had not been submitted to the London Master Printers' Association or to the Federation of Master Printers, and was not endorsed by either of these organisations. Councillor Bishop said that if any firm was ready to pay trade union wages and observe trade union conditions and yet did not, or refused to, employ trade unionists, there was "something ulterior in the whole thing." He urged that the Printing Trades Alliance was not a trade union registered as a trade union under the Trade Union Acts, nor was it recognised by any responsible body of trade unionists. At the close of the debate, the recommendation that the "Fair List" be adhered to was put to the vote. A show of hands resulted in a vote of 32 for the recommendation and 24 against, while as the result of a division the voting was 32 for, and 25 against.

## Matured Paper.

THERE is an important consequence of the conditions under which paper is being manufactured and distributed at the present time to which attention does not seem to have been drawn, namely the immaturity of coated and super-calendered paper supplied for the colour printing trade. In pre-war days it was a *sine qua non* of such paper that it should have had an ample opportunity of accommodating



itself to atmospheric conditions, a process necessarily entailing a space of time between making and using.

### Personal.

H.R.H. THE PRINCE OF WALES has consented to preside at the ninety-third anniversary festival of the Printers' Pension Corporation in October next.

At the annual meeting of the Newspaper Press Fund on Saturday, over which Viscount Burnham presided, the following members of the Council were re-elected: Messrs. C. Stewart Caine, E. P. Nuttall, J. Oddy, S. G. Smeed, L. Goodenough Taylor and Ariel Wright.

THE meeting confirmed the election by the Council of the following as vice-presidents: Lord Dewar, Mr. Alexander Walker, Sir J. Stevenson, Sir Edward Hulton, Sir Marcus Samuel, Mr. Leo Maxse, Lord Leverhulme, Viscount Cowdray and Sir Charles Wakefield.

THE officers of the newly-formed Master Printers' Association for West Cornwall are: Mr. J. W. Saundry (Penzance), president; Mr. W. H. Rodda (Penzance), secretary; and Mr. Worth (Truro), treasurer.

MR. H. CADDY, who has recently retired from the position of manager of the Birmingham branch of Messrs. Millington and Sons, Ltd., has been presented with a handsome silver cruet from the staff and workers as a record of their appreciation and esteem. His many friends in the trade wish him every success in the position he is now taking up as a director of the Birmingham Envelope Co., Ltd.

MR. E. H. BERRYMAN, who recently underwent an operation, is reported to be making excellent progress towards recovery. Mr. Berryman was, at Tuesday's meeting of the P. M. and O. A., co-opted on the Council of the Association. A report of the meeting will appear in our next issue.

### A "Society" House.

There was a pleasant little gathering at the Bell Hotel, Ealing, on Tuesday evening, February 24th, to celebrate the adoption of trade unionism in the works of the *Middlesex County Times* Printing and Publishing Co., Ltd.

Mr. G. A. Chambers (managing editor) presided over a company numbering about forty, amongst those present being Ald. D. A. Griffin (chairman of the directors), Mr. G. R. Dobson, Mr. F. A. Davies (organising secretary, L.S.C.),

Mr. B. T. Embleton (organising secretary, P.M.M.T.S.), Mr. J. Webdale (father of the composing-room chapel), and Mr. G. Pinchin (father of the machine-room chapel).

Speaking on behalf of the firm, Ald. Griffin and Mr. Chambers said that when, as was the case, the desire for the adoption of trade unionism arose spontaneously in their own works, they felt that their duty was to accept it. Hence the revolution had been entirely bloodless, and, so far, the indications were that they would have no reason to regret it.

Responding to the toast of "The Trade Union movement," proposed from the chair, Mr. Davies and Mr. Embleton bore testimony to the friendly reception they had received from the firm, and the spirit of good will and sweet reasonableness which had characterised the negotiations leading up to the happy event which was being celebrated that evening.

### Mr. Blades at Bristol.

MR. A. F. BLADES, president of the Federation of Master Printers of the United Kingdom of Great Britain and Ireland, was the guest of the South-Western Alliance of Master Printers' Association at a luncheon served at the Royal Hotel, Bristol, on Thursday last. A large company assembled to meet him, with Mr. Frederick Steel, of Stroud, in the chair.

Mr. Blades, in addressing the gathering, emphasised the importance of organisation. He said he was convinced that eventually every house in the trade would be obliged to combine with their confreres and join the federation, just in the same way as every operator would be obliged to join his trade union. This arrangement, he believed, would come much more quickly than many of them anticipated.

Referring later to the question of apprentices, he recalled that it was pointed out at a conference with the Typographical Association that the master printers had not taken advantage of the powers they already possessed to the number of 1,000 apprentices, and that those powers should be fully employed before they asked for their extension. He was quite certain that it would pay members if they would choose the right lads as apprentices. Let them have the boys for a preliminary term, and before taking them on permanently consult with their house advisory committees as to their suitability for the work. They wanted the best class of lads that could be obtained as apprentices, and if they were careful in their choice they would do something to ensure that they had enough men to carry on with.

Mr. R. J. Lake, of London, alluded to the difficulty which was experienced in getting a meeting of the trade in Bristol in days gone by. Bristol, however, had gone steadily on, and now it was one of the most go-ahead centres of the Alliance in the country.

# Commercial Intelligence.

## CURRENT SHARE PRICES.

Amalgamated Press, 6½, 7, Pref., 15s. 3d.; Argus Printing, 10s. 6d., 10s. 9d.; Associated Newspapers, 7 p.c. Cum., 19s., 18s. 3d., 18s., Pref., 13s., 13s. 10½d.; *Country Life*, Pref., 12s. 9d.; J. Dickinson, 30s. 7½d., 32s. 3¾d., 31s. 6d.; *Financial News*, Pref., 15s. 6d.; Ilford, 25s. 3d., 25s. 4½d.; *Illustrated London News*, 4s. 6d., Pref., 13s. 6d., 13s.; International Linotype, 59½, 59½; Lamson Paragon, 21s. 9d.; Linotype, B Deb., 56; Edward Lloyd, 15s. 9d.; Charles Marsden, 30s. 10½d., 31s.; George Newnes, 14s. 6d., 15s. 4½d., Pref., 12s. 9d.; Odhams, 20s., Pref., 18s. 10½d., 19s. 9d.; C. A. Pearson, Pref., 65s., 68s. 9d.; Pictorial Newspaper, 18s. 6d., Pref., 14s. 4½d.; Roneo, 46s. 7½d., 47s. 3d.; Raphael Tuck, 25s. 3d.; Wall-paper Manufacturers, 22s., 21s. 3d., Deb., 20s. 3d., 21s., Pref., 14s. 10½d.; Waterlow Bros. and Layton, 31½; Weldon's, 33s. 9d., 34s., Pref., 14s. 9d.; Wiggins, Teape and Co., 19½, f.p., 28s., 26s., 27s., 7 p.c. Cum. Pref., f.p., 18s. 9d., 20s. 1½d.

## NEW COMPANIES.

**CHESHUNT PRESS, LTD.**—Registered with a capital of £5,000, in £1 shares, to take over and amalgamate the businesses of printers and stationers (1) carried on by G. Pearce and L. R. B. Pearce as "Pearce and Pearce," and (2) carried on by J. L. Bunce. The subscribers are A. W. Harries, and G. Pearce. Private company. The first directors are J. L. Bunce, L. R. B. Pearce, W. C. Davies, A. W. Harries, and E. W. Tedder. Registered office, 26, Budge-row, E.C.

**ACKLAND AND PRATTEN, LTD.**—Registered with a capital of £60,000, in £1 shares (10,000 10 percent cum. pref.), to carry on the business of wholesale and export stationers, printers, paper bag-makers, etc., formerly carried on by G. H. Pratten as "Ackland and Pratten" at Portland Works, Bristol. The subscribers are G. H. Pratten, and J. A. Kear. Private company. Governing director, G. H. Pratten.

**TRENT PAPER MILLS, LTD.**—Registered with a capital of £250,000, in £1 shares, to take over the business of Jonathan Bracken and Sons, Ltd., and to carry on the business of manufacturers, importers and exporters of and dealers in paper, pulp, cardboard, tickets, wall and ceiling papers, etc. The subscribers are C. F. Kenyon, and A. L. Millington. Private company. The subscribers are to ap-

point the first directors. Registered office, Lloyds Bank-buildings, King-street, Manchester.

**W. LEIGH GARRETT AND CO., LTD.**—Registered with a capital of £1,000, in £1 shares, to take over the business of a printer, stationer, and paper merchant, carried on by Leigh Garrett, at 14, Sun-street, Finsbury, E.C. The first directors are W. L. Garrett, P. Maxwell, W. H. Britton, and J. A. Bell. Private company. Registered office, 14, Sun-street, Finsbury, E.C.

**MILLWARD AND HUGHES STAMPINGS, LTD.**—Registered with a capital of £20,000, in £1 shares, to carry on the business of manufacturers of and dealers in metal, wood, paper and cardboard, brass founders, ironmasters metal rollers, stampers, etc., and to adopt an agreement with Millward and Hughes, Ltd. The subscribers are W. W. Hughes, and F. J. Thomson. Private company. The first directors are W. W. Hughes, F. J. Thomson, E. Penn (chairman), A. Millward, and W. E. Warden. Registered office, Alma-street, Smethwick, Staffs.

**NEWS SUMMARY, LTD.**—Registered with a capital of £5,000, in £1 shares, to carry on the business of publishers, newspaper proprietors, press news agents, printers, etc. The subscribers are V. E. Stevens, and A. J. Taylor. Private company. The subscribers are to appoint the first directors.

**JOE ELVIN, LTD.**—Registered with a capital of £3,000, in £1 shares, to carry on the business of general and manufacturing printers and publishers, etc. Private company. The first directors are W. J. Elvin, F. L. Elvin, H. R. Elvin, A. J. Elvin, and C. A. Elvin. Registered office, 136, High-street, Woolwich, S.E.

**SOUTH-WEST LANCASHIRE PAPER SUPPLY CO., LTD.**—Registered with a capital of £5,000, in £5 shares, to carry on the business of paper agents and merchants, dealers in ink, oil, type, metal, printing machines, etc. Private company. The first directors are F. Garside, G. Davey-Smith, J. C. Coppock, J. Swale, C. W. Stephenson and F. P. Dromgoole. Registered office, 6, King-street, Manchester.

**NOLAN, HILL AND CO., LTD.**—Registered with a capital of £20,000, in £1 shares, to carry on the business of factors of, agents for, and dealers in paper or pulp and materials used in the manufacture of paper and cardboard, railway and other tickets, mill boards, wall and ceiling papers, etc. Private company. The first directors are L. F. Nolan, J.



G. Hill, C. W. Elworthy and R. J. W. Connor. Registered office, Foxfield House, 28, Watling-street, E.C.

**BIRMINGHAM ENVELOPE CO., LTD.**—Registered with a capital of £5,000, in £1 shares, to carry on the business of manufacturers of, and dealers in, envelopes and paper, printers, stationers, etc. Private company. The first directors are H. W. Foden and H. Caddy. Registered office, 7, Mary Ann-street, Birmingham.

**METCALFE, PRESTON AND CO., LTD.**—Registered with a capital of £1,500, in £1 shares, to take over the business carried on by J. C. Metcalfe at 86, Richmond-road, Earl's Court, S.W., as the "Patent Box Lid and Printing Co." Private company. The permanent directors are J. C. Metcalfe and W. J. Prestons. Registered office, 86, Richmond-road, Earl's Court, S.W.

**LOXLEY BROTHERS, LTD.**—Registered with a capital of £150,000, in £1 shares (75,000  $\frac{1}{2}$  cum. pref.), to take over (1) the business of Loxley Brothers, Ltd. (incorporated in 1911), and (2) the general printing business carried on by the Sheffield Independent Press, Ltd., at St. Peter's-close and at Fargate, Sheffield. The first directors are A. S. Rowntree, J. R. Morrell, T. Booth, J. W. Hyde and W. T. Bailey. Registered office, 65, Fargate, Sheffield.

**BARRETT (K.L.) CO., LTD.**—Registered with a capital of £1,000, in £1 shares, to carry on the business of printers, engravers, publishers, book and print sellers, art journalists, advertising agents, etc. Private company. The first directors are N. H. Barrett, Mrs. C. Barrett and Mrs. H. Barrett. Registered office, 47, Main-street, Kirby Lonsdale.

**S. E. CULLUM AND CO., LTD.**—Registered with a capital of £10,000, in £1 shares, to take over the business of a paper mill agent and general paper merchant, etc., carried on by S. E. Cullum at 73a, Queen Victoria-street, E.C., as "S. E. Cullum and Co." Private company. The first directors are S. E. Cullum and Mrs. M. Cullum. Registered office, 73a, Queen Victoria-street, E.C.

## COMPANY MORTGAGES AND CHARGES.

Fresh Obligations registered pursuant to Section 10 of the Companies Act, 1907, and Satisfaction registered pursuant to Section 16 of the Companies Act, 1900. (The registration of Satisfaction is not compulsory.)

**WHITEFRIARS PRESS, LTD.**—Satisfaction registered February 7th, 1920, of £500, part of amount registered August 11th, 1916.

**P. D. EASTES AND CO., LTD.**—Satisfaction registered January 27th, 1920, of charges for £300 registered May 22nd, 1911, and £300 registered July 3rd, 1911.

**C. H. PEACOCK, LTD.**—Deposit of deeds of land and buildings at 101 and 101a, High-street, Watford, etc., registered February 7th,

1920, to secure all moneys due or to become due from company to Barclay's Bank.

**J. R. LOCKWOOD AND CO., LTD.**—Land Registry charge on 17b and 17c, Aylesbury-street, Clerkenwell, registered January 26th, 1920, to secure all moneys due or to become due from company to L.J.C. and Midland Bank.

**HEATH BROS., LTD.**—First mortgage debentures for £1,400, registered January 23rd, 1920, charged on the company's undertaking and property, present and future, except uncalled capital.

**CARIBONUM CO., LTD.**—Two mortgages on land and premises at Sudbury and Alperton registered January 30th, 1920, to secure all moneys due or to become due from company to L.C.W. and Parr's Bank.

**FOULSHAM AND BANFIELD, LTD.**—Debenture for £1,000, registered February 4th, 1920, charged on the company's undertaking and property, present and future, including uncalled capital. Holders, R. Baelz, 46, King William-street, E.C., and another.

## COMPANY NOTICES, etc.

**L. N. WASTEPAPER CO., LTD.**—General meeting at 29, King-street, Luton, Beds., March 25th, at 11 a.m., to receive the report of the liquidator.

# Gazette.

## A WORD OF CAUTION.

(In giving the official Gazette information, it must be distinctly understood that we take official records as we find them, and accept no responsibility for inaccuracies, while, as an almost invariable rule, the facts will be found correct. We advise our readers, before forming hasty judgment, to consider that there may be in each case satisfactory explanation which does not appear on the records.—Ed.)

## ENGLAND AND WALES.

### PARTNERSHIPS DISSOLVED.

Charles William Brooke, of 38, Scott-terrace, Carlton-road, Dewsbury, and Samuel Ginesi, of Four Gables, Clarence-road, Horsforth, near Leeds, rag merchants, at Norris-thorpe, Heckmondwike, Yorks, under the style of "C. W. Brooke and Co." February 17th.

John James Searson and Francis Reginald Glover, under the style of "Searson and Glover," Typograph Works, Church-street, Lenton, Nottingham. Debts by J. J. Searson, who continues. February 20th.

## THE BANKRUPTCY ACT, 1914. ADJUDICATION.

Dew, Geo. Frederick, editor of the *Sporting Observer*, 13, Broad-street-hill, London. Date of order, February 24th. Petition filed, November 22nd.

## Printing at the Crystal Palace.

**John Dickinson and Co., Ltd.**

As usual, a beautiful scheme of decoration was presented at Stand No. K.44. It was carried out by Liberty's in old English style, real oak being tastefully relieved by white paneling. On the grained oak facings were printed the names of the products of the four mills. Thus there were noted and in actual evidence coated papers and boards from the Home Park Mills. White and tinted pulp boards in great variety had come straight from the Nash Mills. Croxley boasted printings, writings, banks, ledgers, linen-faced and cover papers of fine quality and appearance. Envelopes in great variety, account books and fancy goods, note papers, papeteries, ivory cards and boards are but a few of the wide range of products coming from the Apsley Mills. John Dickinson and Co. not only manufacture their own paper, etc., but they have done real service in establishing British goods in popular favour abroad. Export trade, we were glad to hear, is splendid. The pity is that our manufacturers have difficulty in coping with the demand both from home and abroad.

**Hollingsworth and Co.**

A very tasteful display of high-class drawing, litho, writing, typewriting, ledger and bank papers were on view at Stand No. K.70. The delicacy of the tints and the quality of the exhibits make a deep impression. The papers are machine-made, but are treated in such a way as though they were hand-made. The Original Turkey Mill writings are a credit to British papermaking, while the drawing and writing papers are claimed to be the finest of their kind in the kingdom. The fact that only rags and linen are used gives a guarantee to the O.T.M. watermark. A new typewriter paper, the Stag type, is in great demand, we hear.

**Johnson, Riddle and Co., Ltd.**

Colour printing in a large range was shown at stand No. H. 31. Messrs. Johnson, Riddle and Co., Ltd., are lithographic, offset, letterpress designers and makers of advertising material from a poster stamp to the largest poster. Some excellent specimens of colour work were to be seen at their stand, in addition to which the firm showed a variety of picture and toy books of a highly attractive character.

**Samuel Jones and Co., Ltd.**

The special non-curling gummed papers attracted attention at Stand No. K.82, and the fact that Samuel Jones and Co. are able to sell 800-ft. of gummed paper for 1s. 4d. indicates the efficiency to which they have brought the manufacture of gummed paper and adhesive tape. They are also makers of the well-known sealing machines, which make the manipulation of gummed papers and tapes so economical and speedy. Messrs.

Samuel Jones undertake contracts in their specialities for many Governments and supply all the white telegraph tape for the Italian Government. They also gum stamps for Belgium, Greece, the Australian Commonwealth and even had the honour of so treating the first issue of stamps by the King of the Hedjaz. The gumming is done on continuous machines, after the manner of a paper machine, so that the output is enormous. Even so, the company are unable to execute all the orders they have on hand as quickly as they could wish. Stay paper for box-making is another speciality of the company, and, indeed, it preceded the development of the gummed paper tape. Cover papers are also produced at Camberwell. Included under the illuminated sign of the well-known butterfly trade mark are a number of ingenious engineering exhibits.

**Millington and Sons, Ltd.**

A wealth of manufactured stationery stamps the large stand, number J 59, as something unique. Art and craft have been combined to produce the wide range of business stationery which is on exhibition, and practically every branch of the wholesale stationery business is included.

**Charles Morgan and Co., Ltd.**

Manufactured stationery of every description fills stand number J 63a, but it is displayed with such taste that the attention of visitors is aroused by the appearance of the notepapers and envelopes, the compendiums and a host of other stationery items.

**Odhams, Ltd.**

Some twelve months ago Messrs. Odhams, Ltd., developed into the art publishing line, and stand number H 41 was in the charge of Mr. T. Leman Hare, who is the manager of this new department. Mr. Leman Hare will be remembered as closely associated with the late Mr. Neil Turner at the department of the Paper Controller during the war. Messrs. Odhams, Ltd., are now producing fine art colour plates of very high quality, and Mr. Hare recently paid a visit to Paris in order to arrange for the reproduction of 10 pictures which were exhibited at the Salon. "Pictures for the Home" indicates the scope of the department. A new development consists of wall decorations for panellings and for folding screens. In friezes they have many attractive novelties, including a silhouette style. Mr. Leman Hare informed our representative that the art publishing department of Messrs. Odhams is going forward very successfully, and is securing for home products a market of which the Germans, previous to the war, had a great hold.

**Thames Paper Co., Ltd.**

There is a great demand for the board products of the Thames Paper Co. (stand No. J 74b). They are made to specification on machines trimming 110 in. to 112 in., in substances between '013 and '120 in. In order to help the trade and finance of the country at this critical stage of our history, special atten-

tion is being paid to mass production, and in order to avoid waste, the Thames Paper Co. are working to sizes which will give the full running width of their machines. Any change of size lowers the output, and consequently the company is concentrating on those grades which are in chief demand, thus securing the largest possible output. A worthy purpose surely. The capacity of the Thames mills is 1,000 tons per week. But when the new mill is ready at Bromborough Port, near Liverpool, the production will be greatly increased. The folding and rigid boards now turned out are, of course, of the first quality, and the business is growing rapidly. A feature from these mills are the "Fiberite" packing cases, which will supplant wooden boxes, owing to their durability and protective characteristics. When additional strength is required wooden frames are provided. Light in weight, boxes made from Thames Co. boards mean a saving in transport charges, a matter of special importance in these days, when carriage charges are up by 60 p.c.

### Colour Printing.

One of the most noticeable features of the Fair is the great amount of high-class colour work that is being displayed on the stands of British firms that are now doing many classes of printing formerly in the hands of Continental houses, notably, in the case of post cards and illustrative art work, of Germany. An inspection of the examples of coloured illustration at the Palace is an education, and all the newest processes are represented in some form or other. The reproductions by the Medici Society, Ltd., of pictures of the great masters are remarkably fine specimens of the colour printer's art, and their books, post cards and other publications are of a very high order indeed, while the pictures shown by Messrs. Tuck and Sons, Faulkner, Hildesheimer, Valentine and other firms is of excellent quality. Many houses are running their own special processes, modifications of lithography, offset, half-tone and photogravure, and in the latter process some of the finest work in the Fair is shown at the stall of the Rembrandt Intaglio Co., Ltd., of Lancaster, a firm that was the first to successfully print this beautiful process by machine.

Good work is also shown by the Photochrom Co., Ltd., the Rotary Photographic Co., Ltd., Miller and Lang, Ltd., E. W. Savory, Ltd., and Hudson, Scott and Sons, Ltd., of Caxiisle, the latter firm making a fine display of colour printing on tin-plate, a branch of the trade in which they have made a high reputation. These are but a few of the firms that are showing excellent work in their various specialities.



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## Forty Years of Printing.

### Biographical Sketch of Mr. R. J. Lake.

Mr. R. J. Lake, who was honoured by master printers of the country at last week's complimentary dinner, was born at Islington in 1850, of old Kentish farming stock, his father's branch having taken to the law. Before his school days his father purchased an estate in Hertfordshire, and all Mr. Lake's life since 1862 has been passed in that county. He was educated at Rugby and at New College, Oxford, and during the seven years he was at the former school, he has the record of never having been late for early school, which was at 7 a.m. Enthusiastic in all things, he went in for sports, at school and college, cricket, football, rowing and hunting, was a member of the Rugby Volunteer Corps for several years, and as a small boy was a renowned birdnester and treeclimber.

He entered business life as a barrister, taking his degree in law and being "called" in 1874. This was the year of the Judicature Act, when an attempt was made to fuse the common law and equity. With the optimism of youth, Mr. Lake and a few of the young counsel of the same age tried to practise on "both sides of Westminster Hall." After practising conveying and equity in Lincoln's Inn, on the old Home circuit, the County Courts, and his own County Sessions, Mr. Lake began his long and useful association with the printing industry in 1881, when he became a director of Messrs. Gilbert and Rivington, an old book and oriental house. Mr. Lake recalls it as an interesting fact that when he entered this business there had just come forward the Heliotype (sunttype) process, which he describes as the foundation of all the process work of the present day. Although the idea was immensely successful in America, such was not the case in this country, for the reason that printers generally did not understand it. It was capable, however, of producing very beautiful engravings, and a fine example still hangs in Mr. Lake's old room at 24, Holborn. While he was directing the printing business, Mr. Lake also practised law in chambers; but, to use his own words, "print got too exacting after a few years," and in 1887 he began to devote himself entirely to printing. His first connection with the organisation of master printers began with the formation of the old London Association in 1891, when the compositors put forward a new scale. He was a member of the committee that was appointed to deal with this matter, and on the committee of the London Association, which was formed at the same time.

Mr. Lake became vice-chairman of the Association in 1893, and in that position he conducted the first inquiry into the cost of composition, "arriving at the same conclusions," he remarks, "as the Costing Committee of 10 years later, although they were

laughed to scorn at the time, and no action taken." In 1894, Mr. Lake was elected chairman of the Association.

Mr. Lake, in 1900, took a prominent part in the organisation of master printers throughout the country, being one of the London delegates at the meeting which was held in Leeds, although the movement started in Glasgow. He became vice-president of the Federation in 1903, and succeeded to the presidency in the following year.

In 1910 he was appointed secretary of the London Master Printers' Association in succession to Major Stow, and joint secretary of the Federation with the late Mr. Taylor. Mr. Lake's dual position arose from the fact that it was part of the province of the London Association to provide the staff for the Federation. In 1910, also, Mr. Lake became manager of the Abbey Club, now the Printers' Trade Board, a position which he still holds. In 1917 he was given the position of director of the Federation, being followed in the office of secretary by Mr. A. E. Goodwin.

When the Costing Committee was first formed in 1912, Mr. Lake acted as secretary of that body, which sat through all the autumn, winter and the following summer. Later, Mr. Goodwin became secretary to that committee, and his work in connection with the costing movement is well known.

Mr. Lake has vivid recollections of the haphazard methods which formerly prevailed in printing offices in connection with estimating. Matters are now generally conducted on a better system, and there are committees all over the country working out the hour rates in various districts, based on their particular wages.

Mr. Lake agrees that printing was always too cheap, and the craft, he holds, is still suffering for the old mistakes in that direction.

### A Great Improvement.

Mr. Lake also notes a great improvement in respect of the camaraderie and good fellowship of master printers, the suspicion of earlier days having disappeared. Nowadays there is mutual confidence and understanding, which make for the stability of the trade, and great progress has been made since the time when it was the practice of some printers to run round to customers quoting 10 per cent. below a competitor.

During his association with the printing trade Mr. Lake has seen immense improvements in other directions as well. To a representative of the *British and Colonial Printer and Stationer* he remarked upon the great increase in the number of men who do work for the benefit of the industry as a whole, at their own expense and in their own time. He points out, for instance, that the Costing Committee is composed of the best brains of the printing trade, all devoting their time and talents without stint and at their own expense to the work of benefiting the trade. They have revolutionised the industry, and but for the efforts they made, the war would not have had the effect which it has had in the way of

revealing weaknesses and compelling master printers to look into their affairs.

During the war firms were obliged to do without excessive staffs, and had to look very carefully into their costs, with the result that some method had to be adopted to make income balance expenditure and at the same time leave some profit for the employer. Increased rates of wages and shorter hours have also made greater care necessary, and the Federation Costing System has provided the means whereby printing works can be directed by safer and saner methods.

### Machine Composition.

The linotype and the monotype have also come to the assistance of the printing trade during Mr. Lake's time, and he was a member of the committee of the London trade, including the newspapers, which settled the terms of the lino agreement, which terms, according to Mr. Lake, allowed the compositors to capture the control in this department.

In connection with machine composition, Mr. Lake recalls that he was interested in running the first type-matrix machine patented by an American named Dement, who made efforts to establish it on the British market, but his death intervened, and the effort was not successful.

Mr. Lake points out that all buyers came to England in those days, and Dement tried to bring his machine on to the English market before he had quite finished it. It has since gone out of existence, and "the whole bag of tricks" has been relegated to the museum. Mr. Lake and his coadjutors were aware that the type-matrix machine was what the printing trade were waiting for, but their own particular effort with the Dement machine failed.

The linotype came later, and then the monotype, and these completely revolutionised the composing department.

### Other Developments.

At the same time, there have been big strides in printing presses, especially in regard to the printing of newspapers, with their mammoth productions of 60,000 to 70,000 complete and folded newspapers per hour.

In regard to commercial printing, there has been a great increase in the adoption of two-revolution, perfecting and rotary machines, while there have been advances in the art of colour printing; "but the old Wharfedale still holds its own," says Mr. Lake.

Among the mechanical improvements adopted in printing offices, electrical driving is recalled by Mr. Lake. It was first adopted by Messrs. Clowes. The change was not made without a struggle, and theorists and engineers had various ideas on the subject. In his own case, Mr. Lake recalls the trials and troubles of the experimental period, which ended with the scrapping of the first plant and a new installation.

Mr. Lake has recollections also of the installation of electric light in the place of gas, and although his firm, Messrs. Gilbert and Rivington, adopted the new method in the

early days, they reverted to incandescent gas at the request of the compositors. This, of course, was a matter of 20 years ago, and illumination, like everything else, is now on a different basis.

### Pioneers.

Among the pioneers in the work of organising the printing trade, the names of Clowes, Waterlow, McCorquodale, Hazell and Harrison come readily to Mr. Lake's mind.

It may be added that during the war Mr. Lake lost two of his sons, who gave their lives for their country, his third son being a clergyman. Mr. Lake himself, of course, was one of the busiest men during the period of hostilities, and the amount of detailed work he had to do was enormous. There was no question of an eight-hour day for him, and even his week-ends were occupied in labour on behalf of the British master printers.

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REED AND SMITH, LTD.—This firm's London offices at 4, St. Paul's-churchyard, have been thoroughly redecorated, and the alterations effected provide excellent facilities for transacting the extensive business associated with their various mills. Mr. Geo. E. Oswick (director) is to be congratulated on the systematic arrangement of the offices. The equipment is such as to provide uniformity, easy access to samples and cleanliness. The offices are well adapted to meet up-to-date requirements.

WE have received a copy of the *Joystick*, the house organ of the "Avro" aircraft and motor-car manufacturing firm (A. V. Roe and Co., Ltd., London, Manchester and Hamble). It is a bright, interesting, well-produced and somewhat ambitious publication for a house organ—printed in two colours throughout and illustrated with numerous line and half-tone blocks. The printers are Messrs. Hudson and Kearns, Ltd., to whose workmanship the magazine undoubtedly does credit.

BIRMINGHAM PRINT FOR AMERICA. — The catalogue published by a Birmingham bookseller has attracted serious attention in New York by reason of its speedy production and admirable workmanship. One New York firm has written offering to place an order with Birmingham printers for a large supply of catalogues if the quoted price asked for is acceptable. It is very satisfactory to know that from a typographical standpoint the Birmingham work is so much appreciated in America.



## Wholesale Stationers' Organisation.

Mr. H. Gage Spicer speaking at the recent annual dinner of the Stationers' Social Society said he was surprised that the Society was so flourishing as it evidently was. From a little booklet he gathered that it had existed for over 30 years, and he was inclined to think that it must really be one of the oldest institutions in the trade. As their president had said, anything that made for association and co-operation in the trade, anything that contributed to friendly intercourse, was bound to make for its greater well-being. That was what they in their society endeavoured to do. He remembered himself, when entering the trade 25 years ago, that things were very different. Competitors, they would agree with him, in that day only knew one another by name, and they often viewed one another with suspicion, while he thought it was not untrue to say that there was a great deal of what he might term small-minded jealousy between them. He did not know whether that appeared more on the paper-makers' side, or on the side of the wholesale stationers. The agents then were not as numerous as they were to-day and they were not so prominent. That state of jealousy or suspicion which undoubtedly had existed in the past was wrong (hear, hear), and he was

glad to say that they had journeyed far from that state of things even before the war, while to-day they looked back upon such a condition of things with nothing short of positive amazement. (Hear, hear.) As some of them knew, he had in quite a humble way been endeavouring to promote association and co-operation in their trade. (Hear, hear.) Not so much perhaps in the ways of that society, although they had not altogether forgotten the social side of their affairs, but in other ways which he thought must make for the benefit of their trade in general. He noticed in looking into their rules that the Society was confined to papermakers' agents and wholesale stationers. These designations, he thought, covered the entire trade. He had often been asked to define what a wholesale stationer was, and he almost defied anyone to define it properly. It embraced almost anyone in any branch of their trade who was handling paper or materials that were made from paper in the chief way. It included, as they knew, paper bag-makers, paper box makers, and all the various manufactures that were made from paper. So the Stationers' Social Society brought all the trade together in that room in friendly intercourse. But they also performed the work of a benevolent society and offered a helping hand even to a fallen brother. (Applause.) His (Mr. Spicer's) work had been, however, chiefly concerned in promoting association, co operation and goodwill in the various sections of

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the trade, but he had never lost sight of the fact that the great aim must be to bring the two main sections of the trade—makers and distributors—together in the very closest association and co-operation. (Hear, hear.) His interest, as they had heard, leaned to both sides, and he did not hesitate to say that a good deal had been accomplished. The two great branches of the trade were closer to-day than ever they were. They had recently formed one great national association of wholesale stationers, covering the whole of the country and including Scotland, and there was closely intertwined with that association the paper bag-making industry and the envelope making industry, and all the general manufacturing stationers of the country. But they had done more than that. They had recently formed a joint committee of paper-makers and stationers—representative of both of these industries—who were working together and endeavouring to co-operate for the benefit of all. He felt certain that they would be amazed if they realised how friendly they were at that joint committee, with all their diverse opinions on both sides. They were perfectly frank with one another, to an extent which could not have been the case a few years ago. They had confidence in one another and exchanged ideas and made known their wants. Some people, of course, almost wanted the impossible, but they put forward their views and discussed them in a most friendly way. There was no knowing

where they might get to eventually, but they were determined to achieve as much as they possibly could for the common good of the whole trade. (Applause.) Just fancy, paper-makers and stationers who were in pre-war days the largest importers of foreign paper sitting down together to try and promote the best interest of the home industry and home production. It was little short of an amazing fact. This co-operation they were trying to carry on, and they of the Stationers' Social Society were doing a complementary work that was bound to assist in such operations as he had mentioned, because they were endeavouring to promote the good will of all in the trade. (Cheers).

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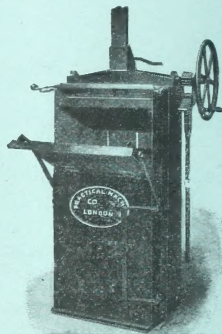
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